

Message Text

UNCLASSIFIED

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AMEMBASSY VIENNA

UNCLAS WARSAW 0675

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: TRADE OPPORTUNITY FOR WESTINGHOUSE ELECTRIC

COMMERCE PASS BEWT/TDAD/RDOLLISON

1. WESTINGHOUSE ELECTRIC CORP., WESTINGHOUSE BUILDING, PITTSBURG, PA., HAS RECENTLY EXPRESSED AN INTEREST IN PURCHASING SUBSTANTIAL QUANTITIES OF WELDING ELECTRODES FROM POLAND. THE POLISH FTO METAEXPORT IS EXTREMELY INTERESTED IN SELLING BUT CLAIMS THAT LOCAL PRODUCTION CAPACITIES ARE INADEQUATE TO SATISFY WESTINGHOUSES REQUIREMENTS.

2. WE HAVE BEEN APPROACHED BY MR ZBIGNIEW JACHNIS, MANAGER, TECHNOLOGICAL DEPARTMENT, METAEXPORT, WHO EXPRESSED GREAT DESIRE IN PURCHASING FROM WESTINGHOUSE ALL MACHINERY REQUIRED FOR EXPANDING LOCAL PRODUCTION CAPACITY OF WELDING ELECTRODES. A LONG-TERM BILATERAL AGREEMENT FOR SUPPLYING WESTINGHOUSE WITH WELDING ELECTRODES VIS-A-VIS PROCUREMENT OF ELECTRODE PRODUCTION MACHINERY APPEARS TO BE A GENUINE AND PRESSING INTEREST TO THE POLES.

3. ACTION REQUESTED: PLEASE INFORM WESTINGHOUSE OF THIS OPPORTUNITY AND REQUEST THEY CONTACT MR ZBIGNIEW JACHNIS, METAEXPORT, MOKOTOWSKA STREET 49, 00-542 WARSAW, POLAND. TELEX 814241 MEX PL.
DAVIES

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NNN

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